

# Shipping MANAGEMENT



**Packing**

**Transport**

**Handling**

---

**DECEMBER, 1951**

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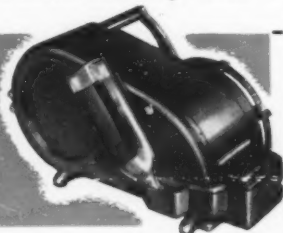
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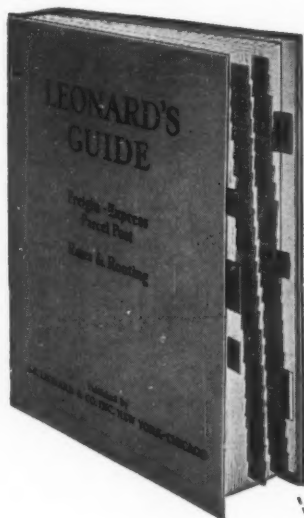
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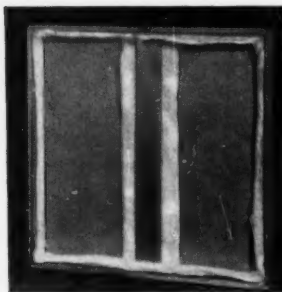
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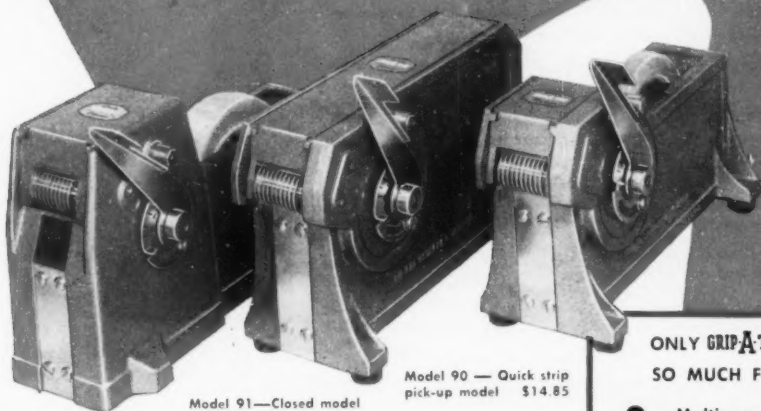
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UNITED STATES STEEL



## Packing

A Punch.. By S. H.

ALTHOUGH production of steel strapping has been reaching new highs, more than four times the pre-war rate, it has been difficult to obtain in some instances since the defense crisis began. J. W. Moon, Director of Sales, Signode Steel Strapping Company, gives some of the reasons in a recent article published in the company house organ. He also tells what is being done about it, as follows:

Why is it so hard to obtain adequate supplies of strapping today? Signode, for example, has been producing and shipping nearly twice as much strapping as it did a year ago — wouldn't you think this was enough? Since Korea. Signode has refrained from accepting new business except on defense orders — shouldn't this have helped?

Awhile back, we thought that the swollen demand was due to inventory accumulation. But then we checked a sample of our customers' inventories — and found them subnormal. To find the reasons for the growth in demand we had to dig deeper. We finally found a number of good reasons for the strapping shortage.

Perhaps the most important reason lies in the fact that steel, copper, aluminum, paper, textiles — the industries under the most pressure to expand — these basic industries are the largest users of strapping, and the most dependent upon it. Everyone is urging more steel, more copper, more aluminum, more paper, more textiles — and all these need strapping to be shipped. Signode has sheaves of letters from the big mills in these industries, telling of threatened shutdowns if sufficient strapping is not available. Expansion of these industries is essential — and expansion of their enormous steel strapping requirements is an inevitable consequence.

Squeezed between a man power shortage and the need for more production, modern industry has resorted to more mechanization, especially in materials handling methods. This is the day of the lift truck, the pallet, the conveyor — and therefore of the steel strapping that holds the load together so that it can be moved mechanically. Huge savings of man power and money are being made by new mechanical equipment, new methods of handling palletized or unitized loads — but these savings can only be made — and only be increased

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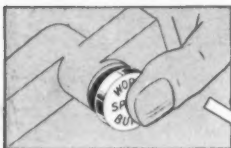
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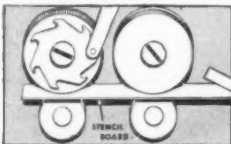
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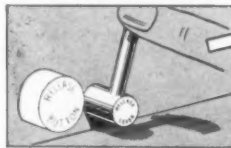
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# Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES

425 FOURTH AVENUE, NEW YORK 16, N. Y.

DECEMBER, 1951

VOLUME 16

NUMBER 12

## Substitution: Perennial Problem of Packagers

By WILMER J. BALSTER

The Don L. Quinn Co.,

Chicago, Ill.

**WHEN I WAS ASKED** to participate on this panel I could not help but think back some 20 years when I first came to The Don L. Quinn Company. At that time the substitute shipping containers were then being established for any number of commodities among them canned foods, cereals, shoes, matches, hardware, etc., as a matter of fact they are too numerous to detail.

Our tests were usually a so called substitute versus the established shipping container, such as the wood box versus solid fibre then solid fibre versus corrugated. In the heavier items it was the solid wood box or crate versus the steel banded crate and from that to cleated solid fibre, wirebounds and the present day corrugated packs. Each of the mentioned types of shipping containers eventually became established within its own field. However, corrugated shipping containers apparently dominate the field.

All of you are no doubt familiar with the laminated pressure sensitive type of tape now in use in the industry. In many instances this method of closing is permitted in place of steel or wire banding. Preliminary tests have been conducted on a banding product consisting of longitudinal fixed lengths of string in  $\frac{1}{2}$ " width which is intended to augment metal or pressure sensitive banding. The closure is affected without tools with a clasp which securely locks the band in position.

The product no doubt has many methods of application which have not been developed or established.

We also have the very successful glued manufacturer's joint which I imagine will soon be more widespread in the industry.

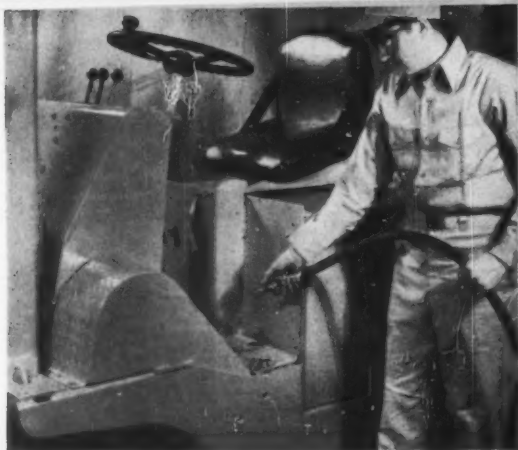
### Recent Tests

We recently conducted tests on a method of box closure which uses 2 sheets of Kraft paper fixed together with spots of adhesive. The fixed sheets are applied in the usual manner. When the flaps of the box are pulled the separation occurs at the spotted area permitting reuse of the container by the application of new sheets where reuse is intended.

There are adhesives on the market which have also been developed for the reuse of shipping containers.

I believe all of you are familiar with the plastic coating and spray application in multiple wall bags, drums, and barrel liners. This is a highly efficient application used with a great deal of success. One recently published article discussed a blown polyethylene bottle to use as a substitute for the glass carboy. This product is evidently an enlargement of the small plastic type containers in use so successfully in the cosmetic and like fields. I would like to add a word of caution. When considering a substitute, the carrier regulations

(Continued on Page 25)



# Power Truck Maintenance

Through the courtesy of the Baker Industrial Truck Division of The Baker-Raulang Company "Shipping Management" is enabled to present a series of excerpts from a first-rate illustrated book on the "Care and Maintenance of Industrial Trucks". At this time this thorough-going manual is of unusual value to any firm maintaining materials handling equipment.

**THE SERVICE LIFE** of industrial trucks can be extended immeasurably and more efficient, more continuous, more economical performance can be assured by a planned program of preventive maintenance. The

(1) The first step in the weekly maintenance check is to blow all dust and dirt off truck with dry compressed air. Nothing discourages a well organized examination so much as having to work on a dirty truck. Where grease is present, a steam hose will clean it off.

(2) Jack up one drive wheel and start up travel motor. Check for noise in differential. Also check for back lash. To make this test be sure one wheel is left standing on floor or you may damage drive motor.

(3) Check wheel bearings for looseness. A loose wheel bearing will cause damage to differential, tires and brakes. Keep bearings properly greased and adjusted. Also see that wheel bolts are kept tight.

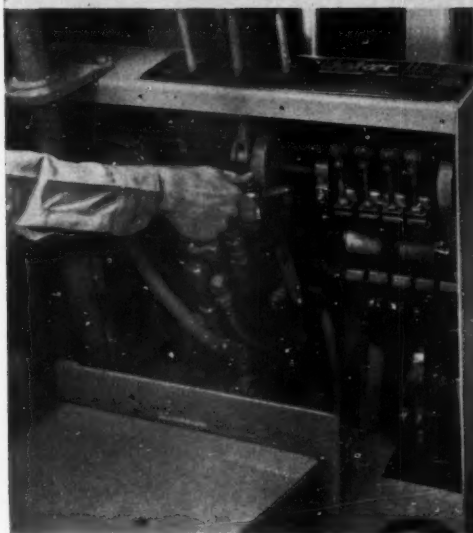
(4) Check tires for uneven wear. Drive tires should be same size for damage to differential and bearings will result. Also examine tires for cutting and gouging. Remove metal chips far more tires are cut to pieces than wear out in service.

cardinal points which form the basis for a sound maintenance program are:

1. Careful operation of the truck.
2. Avoidance of overloading.
3. Establishing and observing a preventive maintenance program.

The operator of the equipment should be made responsible for observing rules 1 and 2. The following

(Continued on Page 26)



(5) Top. Inspect the chains and roller sprockets. See that sprockets roll free. Examine chain anchors and check for equal chain adjustment. Wire brush chain to remove any caked dirt or grease. Never replace a section of chain. Always replace in full lengths only.

(7) Bottom. Disconnect battery by removing running plug and then remove dash or other compartment covers for access to pump, motors, valve, contactors, and controller. It is well to blow dust out of the electrical compartments when they are opened before doing work on them.

(6) Top. Examine hoist and tilt cylinders for leakage at stuffing boxes. Soon after a truck is put into service for the first time leakage may develop. This is due to compression which results from wax impregnation of packing rings. Add two new rings and pull up snug. If pulled up too tight premature wear will result. If leakage occurs at a later time it will be necessary to replace entire packing and again correct for compression of ring as just described.

(8) Bottom. Resistors should be kept clean by blowing out dirt with dry compressed air. Check insulators for damage and grounds, replace as required. If overheated for too long a period, resistor windings will scale and change in ohmic value. Replace as required.



# Package Engineer Reporter

## National Material Handling Society Forms Local Chapter

The newly established Albany District Chapter of the American Material Handling Society held its first meeting in October at the Hendrick Hotel, Troy, N.Y. The chapter will open its fall and winter season with a social hour at the Hendrick Hudson Hotel, Troy, N. Y.

The purpose of the American Material Handling Society and the new local chapter is to advance the theory and practice of material handling and allied arts and sciences locally by sponsoring technical and social meetings and in any other reasonable manner consistent with the letter and spirit of the Constitution of the Society.

Mr. Donald W. Pennock, Supervisor of Material Handling, Carrier Corp., Syracuse, N. Y. addressed the group at Wednesday nights meeting, his subject being "Costs and Economics in Material Handling." Mr. Pennock, known nationally as an outstanding speaker, is the National President of the American Material Handling Society. Having been associated with Schenly Distillers Corp., General Motors Corp. and Wright Aeronautical Corp., in an engineering capacity before moving to the Carrier Corp., Mr. Pennock is well versed in discussing the problem of costs in materials handling. He is a Mechanical Engineering graduate of Kentucky University and a Registered Engineer in Kentucky and New Jersey. He is also an active member of several other technical societies besides AMHS, among them being the Advisory Council of American Society of Mechanical Engineers and the American Management Association Packaging Council.

Officers elected at a recent meeting of the Albany District Chapter are,

F. G. LaTour, President  
P. E. Lawson, Vice President  
William Larkin, Secretary  
J. M. Broady, Treasurer

## Sturgis Darling Resigns From New Jersey Group

The American Materials Handling Society, Inc. has accepted with regret the resignation of Sturgis Darling, President of the Society.

Mr. Darling, formerly Superintendent of Bayonne Terminal, Texas Oil Company, is now assistant General Superintendent of all Texas Oil Company Terminals on the eastern seaboard and the gulf coast. His new duties involve much travel, which forces his resignation.

## Packing Experts of Cincy Ordnance Depot Address Indianapolis Group

The Chief of the Packaging Branch of the Cincinnati Ordnance Depot, Mr. R. E. Caudill, and his assistant, Mr. H. J. Keuper, Packaging specialist, addressed the Indianapolis Chapter of the Society of Industrial Packaging and Materials Handling Engineers in November at 6:00 P.M.

The recent changes in the requirements for government packaging required of manufacturers and suppliers in furnishing materials and products under government contracts was the subject of the addresses. A question and answer period followed.

New members in the Indianapolis Chapter are Mr. Walter Tague, of the American Transport Company,

(Continued on Page 34)

## Winner of 1951 National Truck Rodeo Is Congratulated



James E. Tucker (in uniform) of Charlotte, N. C., straight class winner of the 1951 National Truck Rodeo at Chicago, receives the congratulations of John M. Kalapp of Jacksonville, Fla., safety director of the Great Southern Trucking Company, the firm for which Mr. Tucker is a driver. Mr. Tucker drove a series F-5 Ford truck to victory. With them are two sales executives of Ford Division, Ford Motor Company: A. F. Love of Charlotte, district truck and fleet sales manager (extreme left), and John W. Chenault of Dearborn, Michigan, assistant national fleet sales manager.





## **"LISTEN, Mr. Traffic Manager"**

**I**N MANY PREVIOUS COLUMNS we have dwelt briefly on the inter-related problem of customer and company handling in the event of shortage or loss of shipment. The problem is two-fold.

1. That the inter-plant paper work must clear and be routed in a routine yet coherent manner so that all concerned are aware of what is happening.

2. The customer, in his complaint of shortage or loss, must be appeased, and if possible, given replacement material immediately.

In order to clarify this situation we are listing full excerpts from a memo of instruction used by one company for the complete handling of such cases. We feel that this adequately covers all phases of this traffic function which many times is most confusing and can conceivably lead to customer dissatisfaction.

### **Procedure When Customer Reports Non-Receipt of Shipment**

1. Correspondence from customers reporting failure to receive a shipment will go to the Traffic Department.

2. Unless investigation indicates clearly a misunderstanding on the part of the customer, a replacement order will be entered immediately by the Traffic Department for the material not received. Letter in the form attached will be sent by the Traffic Department to the customer. A tracer will be entered.

3. A copy of the tracer will be directed by Traffic to Accounts Receivable Section. This will serve as notice to remove the questionable item from the customer's account and statement until disposition is made. Information to be supplied by Traffic will include date of shipment, material involved and amount of billing, all of which may be obtained from the shipping order.

4. The Traffic Department will be responsible for follow-up and disposition of tracers. If delivery is proved then we will inform the customer, directing copy of letters to Accounts Receivable as notice to transfer the item to the customer account. If delivery is not proved, Traffic will enter claim with copy to Accounts Receivable for transfer to claims outstanding or request credit with supporting facts to clear the item if claim cannot be collected. The customer will also be informed if a claim is entered by us.

5. The above procedure is designed to cover instances where the complete shipment is missing. When there is question on part of a shipment, the variation in circumstances is such that considerable discretion

should be left with the Traffic Department which will take care to keep the customer informed.

### **FORM OF LETTER TO CUSTOMER**

Gentlemen:

We acknowledge your report that shipment of \_\_\_\_\_ has not been received.

A tracer has been entered. Pending reply on this, the charge for this shipment has been removed from your account. You will be informed as soon as we have further information from the transportation agent.

A replacement order has been entered for immediate shipment. This will be billed as usual. Please take extra care to identify receipt with the packing slip and invoice so that no confusion will result between the original and replacement.

Very truly,

TRAFFIC DEPARTMENT

As can be seen by the previous outline, more than considerable discretion must be exercised by the Traffic Department in regard to both customer relations and

(Continued on Page 26)

## **Government Experts Predict Packing Material Shortages**

Members of the San Francisco Commercial Club, Chamber of Commerce, and the Western Packaging Association, heard an address on September 12 by Clinton K. Royce, on "the case of the package," a discussion of military and civilian packaging problems.

Mr. Royce is serving in the dual capacities of chairman of the technical committee on packaging of the Federal Specification Board, and head of the packaging section of the Office of Naval Material. He is also executive vice president of the Navy Packaging Board, in Washington.

Military packaging is going to take a large share, he said, of many packaging materials. The lack of availability of many of these materials is currently causing grave concern. The adequate packaging of military stores provides the solution for a surprisingly wide range of material logistical problems, he said.

### **Everything Short"**

Mr. Royce said that people often ask what specific packaging materials are going to be short. His only answer is, "Everything is going to be short." We are entering an economy of scarcity, he thinks, and conservation of materials is going to be absolutely essential.

To dramatize the terrific combined requirements for military and civilian packaging materials, Mr. Royce gave some figures based on World War II experience. On VJ day, he said, more than half our total timber production was going into packaging. In 1944, four million tons of steel was used for packaging.

In that year packaging took 55 percent of total paper and paperboard production; 21,000 long tons of tin; 2,000 tons of aluminum; 20,000 tons of lead; and more than 1,500 million yards of cotton and burlap.

Military packing henceforth is going to require far

(Continued on Page 31)

# Preshipment Testing Has Been Standardized

By R. J. BISBEE  
Manager, Quality Control  
Westinghouse Electric Corporation  
Mansfield, Ohio

**W**HILE practically every standardization project results in savings, it is sometimes difficult to arrive at the exact amount or the methods of evaluating them.

It would be difficult to imagine what our country would be like if it were not for our great standardization program that was started back in 1864 by the Franklin Institute, when it initiated the first recognized society project.

It would also be difficult to realize the exorbitant cost of our American-made products and the chaotic conditions that would exist if it were not for standardization.

While I would very much like to tell you some of the many standardization projects started by our company, my subject today is "Methods of Evaluating Savings from Standardization."

I have selected one of the major standardization projects developed by our local Westinghouse plant in Mansfield that has now become a national standard. It is called Standardization of Preshipment Testing, now known as the National Safe Transit Program.

Before outlining the methods of evaluating savings derived from this standardization project, it will be necessary to give you an outline of its background and some details.

## What It Is

The National Safe Transit Program is a cooperative industry plan to reduce shipping damage losses. To achieve this end, a number of associations representing manufacturers of porcelain enamel and allied metal products, transportation agencies and container manufacturers, have pledged their full support.

## The Problem — Shipping Damage

Losses due to damage sustained in the shipments of goods comprise a heavy and wasteful burden on the American economic system.

In 1949, the railroads of the United States alone paid back to shippers on claims for loss and damage

on freight amounting to \$113,844,712 which is equivalent to \$1.53 on every one hundred dollars of revenue. Nor is this the full extent of the burden that is occasioned. Claims not paid and absorbed by the manufacturers as part of their cost of doing business would add to the total.

It is estimated the total losses of all carriers and refused claims are about \$225,000,000. A vast effort, as well as money, is required to report, investigate and adjudicate such claims. Costly legal proceedings must often be invoked. The harmonious relations between the manufacturer, his distributors and dealers upon which buying confidence is based are often disturbed and the resulting loss of goodwill injures everyone.

The manufacturing, engineering and processing efforts that industry puts into producing a product of high quality, are all in vain if the product reaches its destination in a damaged condition.

## Effect on Porcelain Enameling Industry— Need for Action

The Porcelain Enamel Institute in recent years has become increasingly concerned by the mounting losses on shipments of parts and products finished on porcelain enamel as reported by the Association of American Railroads. Not only was the money loss, which amounts to approximately \$25,000,000 yearly, recognized as detrimental to the economic health of the industry, but the bad impression left in the minds of the dealers and consumers by high percentages of damage constituted a loss of goodwill that could offset much of the promotional effort to gain a wider acceptance of their products. If long continued, it might pose a real threat to the stability, prosperity and growth of the industry.

Considerable discussion of the problem took place at various industry meetings. These discussions brought out the fact that several companies, notably Westinghouse Electric Corporation, Mansfield, Ohio, had already achieved a great deal of success in reducing

LOSSES AND DAMAGE - CLAIMS PAID AND REVENUES ON COMMODITIES SHOWN - RAILROADS ONLY - YEAR 1950 COMPARED WITH YEAR 1949 U.S. CLASS 1 RAILROADS						
Commodity	Period	No. of Cars Originated	Gross Freight Revenue	Claims Paid (Carloads)	Claim Payments Per Car Originated	Ratio of Payments to Gross Revenue
Plumbers Goods (669)	Year 1949	19,547	\$ 9,022,966	\$ 922,345	\$ 36.95	8.0%
	" 1950	24,933	12,123,238	661,088	26.51	5.5%
Stoves Ranges & Parts (711)	Year 1949	36,700	\$10,500,389	\$1,156,931	\$ 31.52	11.0%
	" 1950	54,106	16,392,210	875,753	16.19	5.3%
Refrigerators (707)	Year 1949	101,235	\$11,615,092	\$1,096,474	\$ 10.83	3.5%
	" 1950	132,797	14,322,698	1,206,390	9.06	2.7%
Enamelware: Washing Machines Enameled (705) (709)	Year 1949	37,552	\$13,039,765	\$ 438,627	\$ 11.68	3.4%
	" 1950	52,923	19,018,541	528,162	9.98	2.8%

Methods of evaluating savings from this program are shown above. It is the actual statement from the railroads showing the reduction in dollars spent for claims to the dollar

shipping losses through their own scientifically developed preshipping tests.

Could these be adapted for general use throughout the industry?

Finally a meeting of industry representatives was called by the Porcelain Enamel Institute to study the question and formulate plans for action. As a result of this meeting held August, 1948, the National Safe Transit Committee was organized.

#### The Search for a New Approach

The committee was fully aware from the beginning of the magnitude of the task it had been assigned. Many attempts over many years to find a solution to the transit damage problem had been made. The carriers, trade associations, commercial laboratories, research organizations, and individual manufacturers had carried on almost innumerable, continuous investigations without producing any acknowledged solution of general applicability; nor had all these efforts succeeded in making any material reduction in the amount of the losses.

The findings and reports of these investigations constitute a comprehensive library of literature on the subject of shipping damage with which the engineers on the committee were familiar.

They knew, however, while these data are valuable for many purposes, they could not provide the tool we needed for our task. To achieve positive, tangible, measurable results we had to find a way to prevent damage before it occurred.

We were not interested in diagnoses that would effect a "cure" after damage had happened. Fortunately, our experience and research work, mentioned above, pointed the way to this approach.

#### Analysis of Causes of Shipping Damage

The causes underlying shipping failure may be many and complex. Although we speak of "shipping damage,"

revenue carried, as it applies to major appliances and allied metal finished products. Submitted by the Secretary, Freight Claim Division, Association of American Railroads.

factors other than those involved in actual transportation may bear a heavy responsibility for the failure. Poor packaging, weak product design, carelessness in manufacturing, all these may be contributory causes.

It was obvious that a solution that failed to integrate all these factors could not work, and an engineering approach to the problem, therefore, was necessary. This concept of the application of an engineering analysis of the problem became the keystone of the Safe Transit standard procedures.

#### Weighing the Obstacles to be Encountered

The work that would be required to obtain industry recognition and acceptance, even after we had developed the solution, we knew would be tremendous.

Some associations which we sounded out were very frankly skeptical and said: "This has been tried before; it can't be done." They questioned our ability to succeed where so many other attempts more powerfully backed had failed. Also, because the Safe Transit procedures would accurately fix responsibility for damage, we felt some manufacturers might hesitate for fear that this would show up weaknesses in their operations.

The natural inertia of a large group is difficult to overcome and we knew that regardless of the benefits to be derived, a number of manufacturers would not make the effort, pay the cost of installing equipment, or go to the small added expense of doing the testing.

Another trouble we knew would be that some producers would object to the tests as too severe on the manufacturers and weighed in favor of carriers. The carriers on their part would no doubt want to cooperate but they might reasonably question the correctness of the premises on which the tests were based.

Above all, we knew we had to convince the carriers of the validity of the tests. Finally we had to do considerable self-searching to see if we — that is, those

(Continued on Page 30)

# Experts Discuss Answers To Steel Strapping Problems

## Part III

### Bracing

**Q1.** What is meant by the "floating load" method for bracing carload shipments?

**A.** In "floating load" shipments, the items stowed in each end of a railroad car are securely bound with steel strapping to form one single package or unit. The load becomes an independent mass unit of weight, free to shift on the car floor under impact. The degree of movement is governed by the amount of friction between the unit and the surface of the floor.

**Q2.** What is the so-called "controlled floating load"?

**A.** A "controlled floating load" is one which is snubbed in some manner to restrict excessive lengthwise movement of the strapped units. This is sometimes called a "controlled unit load."

**Q3.** What is an "anchored load"?

**A.** An "anchored load" is one in which steel strapping

is secured to the car side walls, or side walls and floors, by anchor plates, to hold the load in a fixed position.

**Q4.** When more than two sets of anchored bands are used in one end of the car, why should the anchors be staggered on the car walls?

**A.** Staggering distributes the impact shocks at the points of anchorage over a greater number of car wall posts or studs in the car frame.

**Q5.** If the car bracing straps are loose at destination, does this mean that they have stretched?

**A.** No. It indicates a greater compression of the lading caused by transportation shocks. This often means that products were not properly and tightly stowed in the car prior to bracing.

**Q6.** Are freight rates of any value in determining the bracing method to be used?

**A.** Bracing carload shipments with steel strapping and thin dunnage can often save hundreds of pounds of dunnage on which freight must be paid.

**Q7.** What is dunnage?

**A.** Dunnage refers to any material used to brace products in or on a car.

**Q8.** Name some of the advantages and disadvantages of the various types of bracing methods.

An authoritative round table discussion on "Developing The Unit-Load" was presented at the January, 1950 meeting of the Midwest Materials Handling Society. Discussion centered around three phases of Unit-Load practices: bundling, palletizing and carload bracing. The questions and answers presented below are concerned with the section on bracing. Palletizing was presented in the August 1951 issue. Bundling in November.

Presiding over the panel was Mr. John G. Bucuss, General Manager, Strapping Division of Acme Steel Company, and recently elected President of the Materials Handling Institute. Panel consisted of Mr. A. N. Perry, Signode Steel Strapping Company, Mr. E. W. Bonekamp, Brainard Steel Company, Mr. H. M. Reed, Gerrard Steel Strapping Company, Mr. G. E. O'Brien, The Stanley Works and Mr. E. C. Evans, Acme Steel Company.



Photo Courtesy Acme Steel Co.

Tensioning bracing material with steel strapping tools. See Question 7 above.



Photo Courtesy Acme Steel Co.

Another example of dunnage. Note how the barrels are braced by the wooden boards.

- A.** In a solid load, or through load, the total cumulative shock of any coupling impact must be absorbed by the containers which contact the struck end of the car.

In a divided load, which is rigidly wood braced, one half of the total shock is absorbed by the containers which contact the struck end of the car. The other half of the shock is absorbed by the containers contacting the bulkhead, or gate, which confines the lading in the opposite end of the car. This is predicated on an equivalent load weight in each end of the car. Also keep in mind that any load tends to move toward the struck end of the car.

In an "anchored load" the shock absorbed by the containers at the struck end of the car is the same as in a divided load. Since the steel strapping confining the lading in the opposite end of the car is resilient, it absorbs much of the shock to the lading in that end of the car. This reduces the amount of shock to the containers. A "floating load" is free to shift and come to a sliding stop. Repeated tests have proved that at least 50% of the shock is dissipated by the sliding friction of a "floating load". They are "riding with the punch."

- Q9.** What effects will a rough riding car have on the various methods of bracing?

**A.** A rough riding car causes the lading to oscillate. The severity of the oscillation depends upon train speed, track, wheel and spring conditions. Under some conditions the vertical oscillation is sufficient to bounce the lading clear of the car floor. This condition tends to loosen any wood bracing.

- Q10.** At the moment of a coupling impact, how does the center of the car react?

**A.** Tests made by carriers and strap manufacturers indicate that a severe upward vertical shock occurs as a result of end impacts. The intensity varies between 40 to 60% of the amount of the longitudinal shock.

- Q11.** What effect does this have on the bracing?

**A.** The destructive tendencies are the same as in a rough riding car, but of a greater magnitude. However, these shocks have no material effect on the bracing if the lading is braced according to the "floating load" principle.

- Q12.** How can tilt be prevented in "floating loads"?

**A.** Tilt can be prevented by the use of diagonal strapping. The straps crossing the top and bottom of the front and rear gates must be in a horizontal plane. However, these straps cross each other along the sides of the units. The top strap of the front gate is the bottom strap at the rear gate.

- Q13.** Which is preferred: a high floating load with a maximum amount of clear floor area, or a low floating load with a minimum amount of clear floor area?

**A.** Usually, container strength and circumstances permitting, a high load is preferred if it provides more room in which to shift.

- Q14.** Are there any devices available to restrict shifting of "floating loads"?

**A.** Yes. Mechanical snubbers which engage the strap, metal retarders, anti-skid plates and other steel devices are available from strapping manufacturers.

- Q15.** Does shift mean there will be damage to the lading?

**A.** Definitely not. Before the "floating load" principle, splintered bracing damaged the lading whenever the load shifted. Shift became associated with damage as synonymous. However, shift in a properly strapped load usually means damage free arrival.

- Q16.** Why are guide rails required for loads of various products?

**A.** There are two reasons for guide rails:

- (a) To comply with Railroad safety rules, when the loads are not of sufficient width; and
- (b) To keep the units in alignment, and to prevent spreading of the units.

- Q17.** Why are gates specified for loads of barrels, drums, etc., which are braced with steel strapping?

**A.** Rigid crosswise members, at the front and rear of each unit serve several purposes, some of which are:

- (a) To provide better bearing for straps against containers;
- (b) To hold the load in better alignment; and
- (c) To prevent dislocation of strapping.

- Q18.** Are divisional gates necessary in a "floating load"?

**A.** They are necessary only when it is desirable to separate various types of containers.

- Q19.** Can a "floating load" be placed on top of a solid floor load?

**A.** Yes, if the top of the floor layer is sufficiently level for the "floating load", or if a false deck is provided.

- Q20.** Why do the strapping manufacturers suggest that anchors be placed at least three feet behind the face of the unit?

**A.** This takes advantage of the greater shock absorbing

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**STARK ELECTED PRESIDENT.  
GUMMED INDUSTRIES ASSOCIATION,  
INC.; HERRLINGER CHOSEN VICE-  
PRESIDENT**

● At the twenty-second Annual Convention of the Gummed Industries Association, held at the Greenbrier Hotel, White Sulphur Springs, W. Va., on October 26th and 27th, Henry W. Stark, of the Rexford Paper Company of Milwaukee, Wisconsin, was unanimously elected President of the Association, succeeding Arno L. Zinke of the Mid-States Gummed Paper Company who had rounded out his second term as President of that Association.

In his election as President of the Association, Mr. Stark follows in the footsteps of his late father, who had served two successive terms as President of the Association some fifteen years ago.

Both F. Herrlinger, President of the Gummed Products Company of Troy, Ohio, was unanimously elected Vice-President of the Association.

Philip O. Deitsch was again chosen to succeed himself as the Managing Director of the Association marking the fifteenth year of his continuous service to this important division of the paper field.

The Sealing Tape Division of the Association, for the fifth consecutive year again adopted the recommendation of its Educational and Advertising Committee to continue its program of educating the user in the proper use and application of its products.

During the past four years of the Association's continuous campaign 634,000 pieces of literature have been placed in the hands of the shipper pointing out the salient points of "the one form of closure that does so much for so little."

In its educational efforts the Gumming Industry has expended over \$166,640 in the past four years of its educational campaign, and plans to invest an additional \$42,500 for the 1952 effort.

A limited amount of trade and business paper advertising will be engaged in the 1952 effort with emphasis placed on promotional phases of sealing tape for this campaign. Distribution of instructional data direct to the shipper will also be continued.

Many members cooperating in the campaign expressed the belief that the small cost of each individual member of participation in the campaign was more than offset by the very marked reduction they had received in service calls.

As one member put it, "this phase alone has more than compensated for

the small contribution we have made to our Industry's past four years of educational effort".

In addition to the officers mentioned above the members of the Board elected at the Annual Meeting are:

Mr. R. A. Chase, St. Regis Paper Co.  
Mr. R. F. Herrlinger, Gummed Products Co.

Mr. Orville Johnson, Western Gummed and Coated Products Division, Crown-Zellerbach Corp.

Mr. R. J. Mitchell, Dennison Manufacturing Co.

Mr. T. H. Mittendorf, Hudson Pulp and Paper Corp.

Mr. H. W. Stark, Jr., Rexford Paper Co.

Mr. F. A. Stocker, Stocker Manufacturing Co.

Mr. Arno Zinke, Mid-States Gummed Paper Co.

**FIRST UNITED NATIONS POSTAGE  
STAMP—METERED MAIL VERSION**

● United Nations metered mail, bearing the first official UN postage meter stamp, made its "first day" appearance today, United Nations Day, simultaneously with the issuance of the first group of the United Nations' own regular adhesive stamps.

The postage meter stamp, known in postal and philatelic parlance as an "indicia," shows a stylized outline of the Secretariat Building as its main

illustration and features the "UN" initials. Its postmark circle reads, "United Nations New York", and carries a changeable date of mailing. It is approximately two inches wide by one inch high and, like the standard U. S. variety, is imprinted by a postage meter mailing machine such as is used in business offices. It can be imprinted in any denomination from ½ cent to \$9.99½, by setting levers on the meter. The color is the same red used in U. S. metered mail.

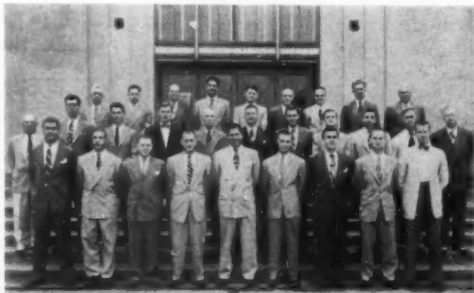


The UN has four such machines, each with its detachable postage meter whose imprinting die is individually numbered from 1 to 4. The equipment is manufactured by Pitney-Bowes, Inc., who designed the stamp in cooperation with UN postal officials.

**McLAURIN-JONES ACQUIRES 10 ACRE  
SITE FOR NEW LOUISIANA BUILDING**

● In keeping with its established policy of steady, planned expansion designed to meet changing supply and market conditions, the McLaurin-Jones Company of Brookfield, Massachusetts, one

(Continued on Page 22)



**EXPERIMENTAL COURSE IN  
PACKING GIVEN BY KIMBERLY-CLARK**

● An experimental course in packing and packaging methods for Kimberly-Clark sales personnel was conducted in August at Forest Products Laboratory, Madison, Wisconsin.

Eighteen members of the sales staff—including salesmen and trainees—of the Industrial Wadding Division took the course.

Twelve members of the Laboratory Staff handled the course, which covered

methods of packaging used by the military as well as standard civilian packaging methods.

Other subjects were: packaging specifications and interpretations, basic principles of cushioning materials by types, including all materials competitive to Kimberly-Clark Kimpak Protective Cushioning.

Certificates were given the men at the end of the course. The experience will be used toward the improvement of similar courses in the future.



# NEW PRODUCTS & LITERATURE



## SPUR-GEAR

The Challenger, a spur-gear hoist incorporating new design innovations, is now in production in  $\frac{1}{2}$  and 1-ton capacities, according to the manufacturer. Cofing Hoist Company. The entire unit, including standard length of high-strength coil chain for an 8 ft. lift, weighs only 39 $\frac{1}{2}$  lbs., thus is easily moved from one place to another, as needed.

Strength and unusual resistance to shock-load breakage are said to be gained by the use of formed steel plate in the housing in place of the more common cast aluminum alloy. The back plate is laminated to give extra rigidity for supporting the hoist mechanism. This plate and all other load holding parts are of high-strength steel that will hold five times the rated capacity of the hoist, according to the manufacturer. To further check and confirm its strength, every Challenger is tested at 100 percent overload as it comes off the production line.

A Cofing spokesman advises that in designing the Challenger, special attention was given to ease of servicing. A survey conducted by the manufacturer among users of all makes of hoists had revealed that the most universally expressed unfilled need was for easier servicing. The Challenger is therefore built so that it may be disassembled in a matter of minutes with simple tools.

This, according to the manufacturer, represents an important forward step in hoist design from the point of view of convenience to the owner. Another design feature claimed for the Challenger is that it hangs true whether or not it is supporting a load.

## PACKAGING MATERIALS SAMPLE KIT

A free sample kit of packaging and cushioning materials, meeting government specifications, is now offered by the Wood Conversion Company introducing the new line of packaging materials which fit most shipping needs.

The kit contains samples of the three basic types of Cargo-Pak, absorbent, partially absorbent, and non-absorbent. Tufflex Cargo-Pak Types I, II, and III comply with Federal Specifications for Cellulosic Cushioning Materials under Federal Specifications UU-C-843. The kit is designed as a file folder for convenience and ready reference. A table of specifications in various classes shows immediately what types and sizes are available.

## ELEVATOR SILL THAT OPERATES LIKE A DRAWBRIDGE

Elisha E. Alexander has patented and makes a line of metal sills to fit just

about any kind of freight elevator now being used.

The wheels of trucks trundled in and off elevators can do a lot of damage to even the strongest doors as well as elevators.

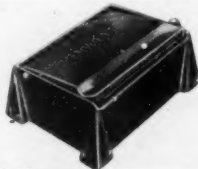


They bridge the gap between elevators and floor of building, platform or motor truck.

The new 1951 Model E, equipped with two electric interlocks, becomes an integral part of the elevator and gives you sill protection on every floor where the elevator stops. When sill is down, the elevator is locked, and can move only when the sill has been closed. When closed, it is in upright position and acts as a protective gate so that trucks and carts cannot roll off elevator while it is in motion.

## NEW BRUSH MOISTENER

The new Hummel-Brush "Envolabe" has grown out of the need for an envelope moistener and a moistener for labels and other flat gummed surfaces, all in one.



This device features an exclusive type of guide, known as "Duo-Guide," which, in addition to accommodating labels and other surfaces, such as stamps, seals,

*Literature and prices of products mentioned can be obtained if you drop a post card to Richard Gertner, News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.*

*Companies having new product stories should send them to the same address.*

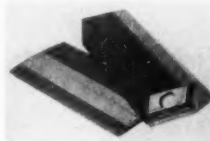
strips, and so forth, in the conventional manner, also is open at one end to take all sizes of envelopes.

"Duo-Guide" is augmented by the patented "Brush with a Backbone" moistening unit, which maintains the right pressure always for correct moistening. There is a thumb-screw which locks "Duo-Guide" and "The Brush with a Backbone" in the correct relationship so that pressures on top of the feed table can not alter moistening efficiency.

A convenient hinged arrangement enables the operator to instantly expose the water reservoir and brush for refilling or cleaning. There is a special locking device which anchors the brush firmly in the well while being used, but allows it to be instantly removed when desired.

## RECTANGULAR SHAPED CORRUGATED SLEEVES

A new addition to the line of corrugated paper products and specialties made by Shelton Manufacturing Co., Inc. has been announced recently. Called "Shelltube", it is a single-lined tube, scored for rectangular shaping and securely gum taped at the seam.



It is being made available in tubed rolls of 250 lineal feet or cut to specified lengths. Minimum tube size is 3" but practically unlimited beyond this dimension. Stock weights are 35, 55, 70 and 100 pound substance. Popular sizes 5 $\frac{1}{4}$ ", 8 $\frac{3}{4}$ ", 11 $\frac{1}{2}$ " and 14 $\frac{1}{2}$ " will be kept in stock to provide immediate delivery.

## SAFETY SCOREBOARD

Industrial Products Company announces a new safety record sign. Designed to act as a constant reminder of days worked without a lost time injury, conveys the thought that responsibility rests with each and every employee. Keeps up daily interest. Makes for a well informed organization.

The IPCO Safety Scoreboard is 20" wide by 30" high, large enough to be seen at a distance. Attractively finished with green background and white letters. Features two blackboard finish panels enclosing the word DAYS so that it

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# TRAFFIC REPORTER

## News Review

(Continued from Page 10)

The Los Angeles Traffic Managers' Conference held their Annual Dinner Meeting on Thursday, December 6th, at the Rodger Young Auditorium in Los Angeles.

At the October meeting of the Board of Directors, President Ken Carlson, Traffic Manager of Consolidated Western Steel Corporation, announced that E. G. Plowman, Vice President-Traffic of the United States Steel Company, Pittsburgh, Pennsylvania, would be the principal speaker. Hank Manker, General Traffic Manager of Plomb Tool Company, was appointed General Chairman; Harold Gulde, Traffic Manager of Firestone Tire and Rubber Company, was appointed Chairman of the Program Committee; and L. J. Rowley, Manager of Traffic and Transportation, Lockheed Aircraft Corporation, was appointed Chairman of Ticket Sales Committee.

Mr. Robert S. Henry, Vice President, Association of American Railroads, spoke at the November dinner meeting of the Metropolitan Traffic Association of New York, Incorporated on "Productive Transportation".

The Transportation Club of Decatur (Illinois) held its 32nd Annual Dinner at the Hotel Orlando in Decatur on November 13th.

Kenneth S. Carberry, Secretary of the Newark (N. J.) Chamber of Commerce, has been elected President of the Traffic Club of Newark and was installed at the group's Annual Meeting on Monday, November 5, 1951 at the Robert Treat Hotel, Newark.

Mr. Carberry succeeded Sol V. Retino, Director of Traffic, Bristol-Myers Company. Other Officers elected are: First President, John A. McCoy, Vice President, Motor Haulage Company; Second Vice President, Frank P. Martino, Traffic Manager, Metals Disintegrating Company; Treasurer, Kenneth Bauer, District Freight Representative, Baltimore and Ohio Railroad; Board of Governors, Fred B. Hurley, General Manager, Jersey Coast Freight Lines; George R. Marr, Division Freight Agent, Lackawanna Railroad; and Samuel Richardi, Manager, Reilly Tar and Chemical Corporation.

The Charlotte, N. C. Traffic and Transportation Club celebrated Illinois Central Nite on November 15th, at the Hotel Charlotte. Mr. O. L. Grismore, General Traffic Manager of the Illinois Central System, was guest speaker. A film, giving the history of the Illinois Central, called "Song of Mid-America" was shown.

Col. H. C. Anderson of the Union Pacific Railroad Company presented an Illustrated Travelogue of the West at the regular dinner meeting of the Women's Traffic Club of New York, Inc., held at the Park Sheraton Hotel, in November.

Col. Anderson has spent more than two years handling public relations, publicity and national advertising programs for the Wyoming Commerce and Industry Commission. His travels have taken him into every state in the Union and he has visited nine foreign countries. He is a westerner who really knows the West, its traditions and ideals.

The New Jersey Industrial Traffic League held its 27th Annual Dinner on Thursday evening, October 18th at the Hotel Robert Treat, Newark, N. J. Guests of honor included the President, Frank P. Martino, Traffic Manager, Metals Disintegrating Company; Vice President, Richard H. Bracken, Assistant to Eastern Traffic and Transportation Manager, Koppers Company, Inc.; Secretary, George E. Martin, Assistant Sales Manager, Lehigh Warehouse and Transportation Company; and Treasurer, Joseph Meade, Traffic Manager, Gibraltar Corrugated Paper Co. The Dinner Chairman was Russel G. Granzen, Bay Terminals, Inc.

Mr. John T. Norris, Traffic Department, The Bethlehem Steel Company spoke on "The Traffic Manager as Part of Management" at the November Dinner Meeting of The Women's Traffic and Transportation Club, of Baltimore, Maryland.

Moore McCormack Lines, Inc. showed their film "Great Cargo" at the November regular meeting of the National Export Traffic League at the Park Sheraton Hotel in New York. After the film Mr. Louis F. Klein gave a short talk about the film.

Colonel Ross B. Warren, at present Staff Transportation Officer, Headquarters, Sixth Army, Presidio of San Francisco spoke on "Motor Transport in Europe" at a November meeting of The Los Angeles Transportation Club, Inc.

Metropolitan Traffic Association of New York, Inc. paid tribute to Ben Solomon, a Past President, upon his retirement after twenty-three years with Johns Manville Corporation.

At the Annual Dinner Meeting of the Wisconsin Valley Traffic Club, held in

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of the oldest gumming and coating firms in the country, has acquired a 10-acre site in Homer, Louisiana on which building construction will start immediately.

The Southern unit will contain the company's first manufacturing unit for a new line of polyethylene-coated products. Its complete line of gummed tapes will also be manufactured at the plant and construction will allow for the installation of equipment to produce both flat gummed and coated papers, should this be desirable in the future.

McLaurin-Jones executives revealed that Homer, located in Northwestern Louisiana, was chosen as the site for the plant because its central location will provide better service for customers in the Southern area.

The proximity of raw materials sources also played a great role in the selection of the town of Homer. By being close to the sources of supply and eliminating long freight hauls, McLaurin-Jones will be able to offer highest products and speedier delivery at minimum cost.

Clinching factors in the selection of the progressive little Southern city with a population of 5000 persons, were the existence within the town of a central headquarters of a railroad line anxious to help serve any industry and the extreme civic-mindedness of the town's citizens which make available splendid living and public facilities.

At the outset, McLaurin-Jones plans to confine operations in the Homer plant to polyethylene products and gummed tapes.

## STEIN, HALL OPENS CHICAGO ADHESIVE PLANT

Stein, Hall & Co., Inc., announces the opening of a new plant for the manufacture of Hallmark Brand industrial adhesives in both dry and liquid form, in the three story building at 3750 South Loomis Place, which they recently purchased. This marks another step in the steady growth of the firm, which was established in 1866.

This new plant, which has 19,000 square feet of floor space and a ground area of 40,367 square feet, is another link in the Stein Hall chain. Other laboratory and manufacturing facilities are located at Long Island City, N. Y.; Pawtucket, R. I.; Charlotte, N. C.; and Toronto, Canada.

Hallmark Adhesives are used by the paper converting industries to make such products as envelopes, bags, boxes, cartons, tubes, straws, cups, and board, and by numerous other industries requiring glues for fabricating, packaging, wrapping and labeling. Stein Hall maintains offices in the principal cities of the United States and Canada to handle the sale of these adhesives and other Stein, Hall manufactured or imported products including starches, dextrines,

sizes, burlap, rubber, coffee, tea, and natural gums.

Armond P. Coppola, formerly chemical engineer of the firm's Long Island City plant, has been named plant manager of the new Chicago unit. Mr. Kenneth Arnold is Manager of the Chicago Sales Office. General supervision of the plant will be carried out by Mr. Lawrence Gussman, Vice President in charge of manufacturing.

#### MORNINGSTAR, NICOL, INC., NOW CELEBRATING CENTENNIAL YEAR

• Five direct descendants of the late Charles Morningstar, who in 1851 founded the parent company of Morningstar, Nicol, Inc., nationally known manufacturers of starches, dextrines and adhesives, are shown in the New York office under the portrait of the late Joseph Morningstar, the son of the founder, and father of the present company owners.



Left to right: Captain Joe Barry Morningstar, great-grandson of the founder; Percy Morningstar, grandson, of Boston, who heads the New England office; Karl Illava of Greenwich, Conn., sculptor grandson who adopted the original Hungarian family name; Joseph Morningstar, of New York, president; and Robert Morningstar of New York, who heads the textile chemical division.

Another great-grandson, Thomas Morningstar, son of Joseph has just returned to the company after a tour of duty with the U. S. Navy. Richard Morningstar, son of Percy, is a radio and television actor.

#### Packing A Punch

(Continued from Page 9)

—by maintaining and increasing the supply of steel strapping that makes them possible.

Defense industry has a ravenous appetite for steel strapping. Products to be exported, products for the military need strapping even more than do civilian domestic shipments. In fact, the military services are not usually satisfied with anything short of a steel strapped package.

Basic industry, defense industry, mechanization of materials handling —

(Continued on Page 33)

#### NEXT MONTH:

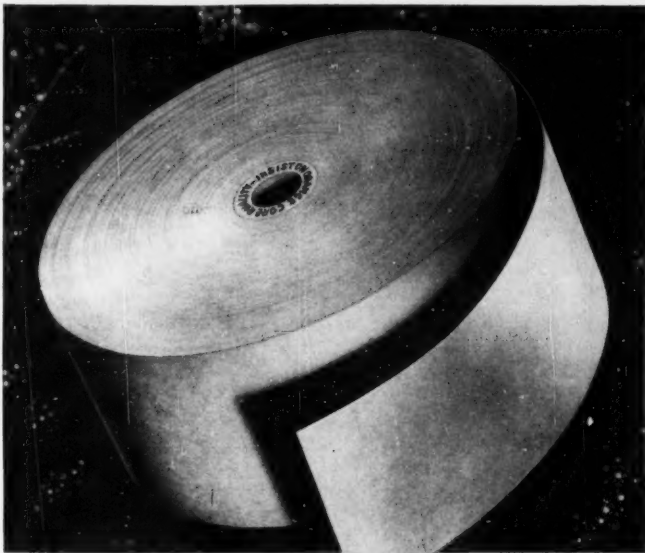
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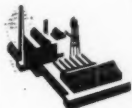


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## New Products

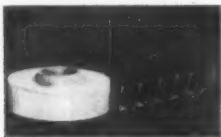
(Continued from Page 21)

may be kept up to date by marking in with chalk.

Manufactured of 20-gauge metal and finished in baked dulux. Suitable for both indoor and outdoor use.

### PERFORATED STRIP POLYETHYLENE PACKAGE

Better Bags, Inc., specialists in the fabrication of Polyethylene, for packaging purposes, announce the development of a new type of strip perforated package.



Known as Oto-Strip, the new Bag is produced in continuous rolls with a perforation between each pocket. Positive seal lines, on either side of the perforation, produce a perfectly sealed bag or pocket which can be torn from the rest of the strip.

When recently interviewed, Mr. M. A. Myers, Sales Manager of Better Bags, Inc. had this to say — "There has been a definite need in the Packaging Industry for a strip type of Polyethy-

lene package. The development of Oto-Strip now makes it possible to contemplate packaging in units most adaptable for stock-keeping and billing purposes, and still permit the individual use of any one item which can be readily torn from the strip. This package should find wide application in many branches of industry. The size range is from 1" x 1" to 5" x 6".

### HEAVY-DUTY STAPLING GUN

A handy new pocket-sized stapling gun that packs five times the power of ordinary one-hand industrial tackers has been developed by The Heller Company.



This sturdy, streamlined tool is the first one-hand stapler capable of fastening metal or fibre shipping tags to export boxes. It saves time and manpower for the shipper, fastening tags in one-fifth the time needed for hammer and nails.

The operator holds the tag in place with one hand, then shoots staples as fast as firing a Colt automatic. Heller heavy duty staples are five times normal

size, and grip the wood securely with a super-clinch locking feature.

The Heller one-hand Stapling Gun, backed by a 10-year guarantee, is also used for stapling shipping list protectors, linings of export boxes, fibre packing list covers, railroad box car linings, car identification tags and many other operations where speed and secure fastening are needed.

## Traffic Reporter

(Continued from Page 22)

November at the Elks Club, Wisconsin Rapids, Robert F. Hurlough, outstanding radio commentator, was the main speaker. Officers were elected the same night.

Young singer, Jane Morgan, "The American Chanteuse From Paris", made her San Francisco debut at the November "Railroad Night" held by the Pacific Traffic Association.

The Industrial Traffic Managers' Association of Kansas City had its regular monthly meeting on October 15, 1951, and elected the following officers:

#### President

Grant L. Moran, Traffic Manager  
Western Auto Supply Co.

#### Vice-President

James W. Lee, Traffic Manager  
Bendix Aviation Co.

#### Sec. Treas.

George G. Miller, Traffic Manager  
Sealrite Co., Inc.

(Continued on Page 33)



## 4 COLOR PRINTED KRAFT GUMMED SEALING TAPE

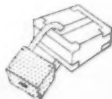
4 color printed tape carries your advertising message on every package or carton leaving your plant.....at the lowest cost of any form of advertising

easy to use sealing tape stays on perfectly flat

it padlocks your packages with your company's name .....it's pilferage proof



"ON-TO-STA" kraft sealing tape is packaged in water-proof wrapping paper... to protect its uniform quality



our able and creative staff will prepare art work for a color printed tape to fit your particular needs

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dust and dampness cannot penetrate boxes closed with "ON-TO-STA" gummed kraft sealing tape

## Substitution

(Continued from Page 11)

applying to that particular product should be checked.

If past experience is my criterion the most widespread substitution is in the application of materials now in use. Believe me that should give everyone interested in good packaging something to worry about. The following has actually happened.

It has been our experience in the laboratory that a person responsible for packaging a product comes in with specific instructions to cut packaging by 10%. This usually happens after the financial pages of the current paper has a story of the tremendous profits realized per share in stock that has just recently been split two or more ways. The production and engineering department has also received its instructions to cut, (in an effort to maintain current dividends) so they have cut the number of lugs, bolts, struts and thickness of material used to where they hand a (handle with care sign) on the product while on its way through the plant. Anything to have it arrive at the packing room in one piece.

### Chain of Events

This sets into action a chain of events which I imagine many of you know too well. We will skip several stages to get to the boxmaker and the sample room.

The lads in the sample room have already cut costs to please a salesman who in a spirit of good fellowship has over emphasized the quality of his particular product at a cost lower than his nearest competitor. So what hair is left on heads is pulled out in an attempt to develop a pack which will give some semblance of protection on the way to the consumer. The spur is then leveled at the production staff in the box plant again affecting the quality of the finished product. So with all our grief we finally have a packed product which performs quite well in the laboratory tests even with the substitution of outer container, interior packaging details and a shaved down product.

The next morning in the obituary column is a notice of the death by suicide of the packaging engineer. The pack was of such dimensions that they could not stow it in the box car and meet the minimum loading requirements. Another blow was the proposal to limit parcel post to 70 united inches and 40# gross load.

The point I would like to make is that substitution in any way, shape or form will of necessity be carried out by the packaging personnel responsible for the safe delivery of the product. As usual they will always find ways and means to do that efficiently.

(A talk delivered at the Packaging and Materials Handling Short Courses conducted jointly by Case Institute of Technology and the Society of Industrial Packaging and Materials Handling Engineers in Cleveland Public Auditorium October 1-4, 1961. The Short Course comprised the educational program of the Sixth Annual Industrial Packaging and Materials Handling Exposition.)

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Cap of "King Size" may be screwed to bench to serve as stand.

**Flo-master**  
FELT-TIP MARKER

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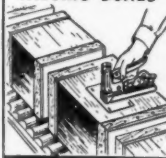
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## **Power Truck Maintenance**

(Continued from Page 12)

practices should be avoided: sudden starting and stopping, rapid acceleration from low to high speed with heavy loads, plugging, ramming stationary loads and skidding around corners. They do far more damage in cutting down the life of the truck than the good they do in speeding operations. Keeping loads within the limits specified by the manufacturer will increase the life of the truck — loads which exceed rated capacity tax its various parts and lead to their early breakdown.

Preventive maintenance is just what the words say. It is a maintenance schedule that is set up or inspection, examination and checking of the various components, and the making of the minor adjustments and corrections required to prevent later breakdowns of major proportions.

Properly executed, preventive maintenance of industrial trucks requires only about 45 minutes each week and eliminates major breakdowns that cost hundreds of dollars and tie the truck up for days at a time. It is shown from past experience that companies maintaining adequate inspection and adjustment schedules have upkeep costs that are unbelievably small.

Preventive maintenance will keep your trucks in operation daily, keep your production flowing smoothly and earn handsome dividends for you. It will continue to work for you year after year — long after the truck cost has been amortized. There are many cases on record of industrial trucks in 24-hour daily service for over 20 years, equivalent to 60 years of normal service.

Because of the high current labor rate and the scarcity of good skilled labor, major overhaul jobs should be kept to a minimum. With the mounting costs of essential wearing items such as copper, bronze, rubber and bearing alloys, these materials should be conserved as much as possible. It is just plain common sense to make the substantial savings that true preventive maintenance affords.

## **"Listen, Mr. Traffic Manager"**

(Continued from Page 15)

his own concern. Two hazards present themselves in such a procedure.

1. The consignee's credit must be able to stand the replacement shipment in the event that the original consignment is received, so that if he so desires he can stand both billings.

2. The replacement shipment must be clearly identified so that there is no confusion on the part of consignee as to what he is receiving. Oftentimes the consignee will sign the carriers proof of delivery form stating that he has received shipment when actually he has received only the replacement and has confused the two.



## Steel Strapping Problems

(Continued from Page 19)

qualities of longer strands of steel strapping and avoids angular pull-away from the point of anchorage.

**Q21.** How can anchors be easily removed from car walls?

**A.** Tools are obtainable from strapping manufacturers to remove anchor plates from car walls and floors.

**Q22.** How long has steel strapping been used as a method of bracing carload freight?

**A.** Steel strapping has been in use more than 25 years to brace carload shipments.

**Q23.** Do the railroads approve the use of steel strapping for bracing carload shipments of various products?

**A.** Yes. Many detailed applications are set forth in the various loading rules.

**Q24.** When making stop-over shipments in railroad cars, should each consignment be independently braced?

**A.** To provide maximum protection, the shipper should brace the lading adequately for each consignee, without depending upon the consignees to re-brace for subsequent stops.

**Q25.** If the front of the load does not come evenly across the car width, what can be done to prevent looseness within the load?

**A.** Any irregularity developing in the face of the load due to different container sizes, should be filled in with adequate blocking material or fillers. This affords complete bearing of gates to load and eliminates undue pressure being applied against any of the containers immediately adjacent to the gate.

**Q26.** Can steel strapping be successfully used to prevent loaded fibre containers from falling into void spaces created at the ends of solid loads?

**A.** Yes. This can be done by using fibre corner troughs at the horizontal edges of a small unit in each end of the car. This unit should be confined with four steel straps applied in a vertical plane.

**Q27.** Can steel strapping be used to prevent side shift of containers in the doorway area?

**A.** Steel strapping tensioned between door posts with or without fibre backup sheets, is a highly rated method for retaining products in position in the doorway area.

**Q28.** What are the standard dimensions of box, refrigerator, flat and gondola cars?

**A.** Box cars made with inside widths which vary from 8'6" to 9'6". Lengths are usually 40'6" or 50'6". The present trend is toward the 9'2" x 40'6" car with a 10' clearance height. Refrigerator cars vary from 8'2 3/4" to 8'10" in width and 33'2 3/4" to 42'6" in length. Height varies from 6'11" to 7'7 1/2".

Flat cars usually have a minimum width of 9' between inside faces of stake pockets. Lengths may vary from 42' up to 60'. Gondola cars usually have

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a minimum of 9' inside width and will vary from about 40' up to 60'. Specific information for any particular car may be secured from any current Railway Equipment Register.

**Q29.** Can "floating loads" be made when various products are shipped in many different types of containers?

**A.** Yes, without undue difficulty.

**Q30.** Where should high density items be stowed in a "floating load"?

**A.** They should be stowed in the floor layer, at approximately the center of the unit.

**Q31.** Does the answer to question 30 hold true for "anchored loads"?

**A.** Yes, unless the items are individually anchored to the car walls.

**Q32.** In what sizes, and strengths are car bracing bands made?

<b>A.</b>	<b>Size</b>	<b>Minimum Load Strength</b>
	2" x .050 .....	9500 lbs.
	1-¼" x .050 .....	6000 lbs.
	1-¼" x .035 .....	4000 lbs.
	¾" x .035 .....	2500 lbs.
	¾" x .028 .....	2000 lbs.
	8 gauge high tension wire....	2000 lbs.

**Q33.** Is the "floating load" an acceptable method for bracing acid, shipped in carboys?

**A.** It has not been recognized in the "Rules Governing the Bracing and Shipping of High Explosives and other Dangerous Articles," yet the "floating load" method has been in constant use in the Chicago area for 25 years.

**Q34.** Is the "floating load" method acceptable for products shipped on flat or gondola cars?

**A.** Yes. Carloads of Creosoted poles, piling, lumber, rails, steel pipe and related items are usually all "floating loads". The "floating load" method is permitted for many commodities shipped on open top equipment so long as safety rules are fulfilled.

**Q35.** Are there any rules to be followed when making shipments in railroad cars?

**A.** Yes. The "Rules Governing the Shipping of Commodities on Open Top Cars," issued by the Association of American Railroad, provide minimum and mandatory requirements. The "Rules Governing the Shipping of Commodities in Closed Cars" are recommended except for safety regulations on a few specific commodities, as a result of experience over the years.

**Q36.** What are some of the commodities whose shipping are governed by mandatory rules?

**A.** (a) All commodities shipped on open top cars.  
(b) High explosives and other dangerous articles.  
(c) Fruits and vegetables, according to the tariff.  
(d) Some vitreous clay products.

**Q37.** What procedure should be followed for shipping an item that is not listed in the rules book?

**A.** Follow the same general bracing pattern as specified in the Rule book for a similar item. Ask for the

advice and assistance of the local RR Inspector and the representative of your strapping supplier.

If there will be a considerable movement of the items in question, "Shippers must procure authority from the Secretary, Mechanical Division, Association of American Railroads, or the Chairman, Committee on Loading Rules, to make such experimental shipments."

Fourteen drawings of the proposed loading and bracing method must accompany requests for authority, together with the names of the railroads serving the shipper.

**Q38.** Will car bracing by steel strapping compensate for poor stowage?

**A.** No bracing system will have a chance of success if the lading has not been properly stowed.

**Q39.** Can cylindrical items, long in comparison to their diameter, be packaged to simplify carload stowage and bracing?

**A.** Yes. Carbon electrodes, up to 18 inches in diameter and about 6 feet long are a prime example.

The most successful method developed is the unitized method, in which the electrodes are stowed on their sides in pyramid fashion, and securely strapped to two skid runners.

The skid loads are placed in the car and the entire load is braced under either the "floating load" or "controlled load" method. This method was widely publicized by one of the larger shippers.

**Q40.** How can skid loads of merchandise be braced for safe transit if the containers do not have sufficient vertical strength to withstand the shocks of a second deck?

**A.** Many containers will not withstand concentrated loads. False decking will distribute the pressure and reduce the potential damage.

**Q41.** How can the second deck, in loads of refrigerators and stoves, be prevented from side shifting?

**A.** Short lengths of heavy punched car bracing strap, crossed over each other, and nailed into crates in adjacent rows and layers usually eliminate side shift. When tall and narrow products are involved it may be necessary to nail short pieces of strapping to the tops of adjacent cases in the second layer.

**Q42.** What is presently considered the best method of bracing large rolls of paper which are stowed on their sides?

**A.** Stow the rolls in units of five, three rolls in the floor layer and two in the second layer, securely strapping each unit. This gives consistent roll to roll contact. In shipments of seven to nine rolls, an interlaced steel strap should be used to encircle five of the inner rolls in the unit. This is in addition to the other steel straps.

**Q43.** What is considered the best stowage and bracing method for cylindrical containers of steel, wood or fibre?

**A.** Each container should contact as many adjacent

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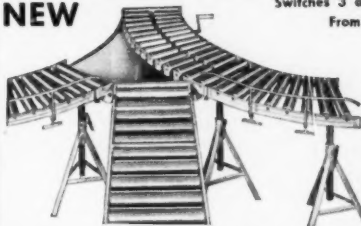
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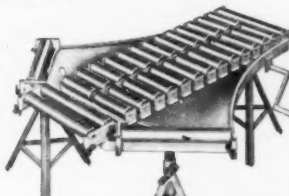
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Check or money-order must accompany order.

containers as possible through the meeting of alternate crosswise rows. This provides two point contact between containers which materially aids in retaining the shape of the unit. Adequately braced with steel strapping, this provides a strong unit.

**Q44.** Where should steel strapping be positioned to provide maximum protection to the lading?

**A.** Steel strapping should be positioned to engage the members of the gates or bulkheads which bear against the strong portions of the containers. This equalizes distribution of pressure against the load.

**Q45.** How can any additional expense for car bracing be justified?

**A.** This can be justified in customer goodwill and the reduction of paper work necessary in claim filing and collection.

**Q46.** What is meant by zone impacts?

**A.** This refers to graphical representation by zones of miles-per-hour coupling impacts.

1st half of 3rd zone — 6 miles per hour

1st half of 4th zone — 8 miles per hour

1st half of 5th zone — 10 miles per hour

**Q47.** How can equal tension be secured in all steel strapping used to brace the lading?

**A.** Equal tension can be attained by simultaneous use of one stretcher for each strap.

## Preshipment Testing

(Continued from Page 17)

individuals, associations and companies which made up the National Safe Transit Committee and the sponsor, the Porcelain Enamel Institute — had the will, skill, courage organization, and determination to meet these obstacles and to carry on to the final goal.

### Essentiality of Cooperation

The nature of the task to be performed made it obvious that a program to reduce shipping losses had to be a cooperative effort between industry on one hand and the carriers on the other. It was necessary that there be recognition by each that it shared a responsibility for the losses.

The porcelain enamel industry includes a large number of manufacturers of a variety of products, who are grouped into a number of trade associations. Their cooperation was essential to the success of the plan. The Carriers, as stated, were vital to the plan and we could not proceed without them.

Other interests to be induced would be, we knew, the container associations; the testing equipment suppliers, and the commercial packing testing laboratories.

Some central organization was needed to undertake the task of bringing these elements into the overall organization and coordinating their efforts. This responsibility was delegated to the Porcelain Enamel Institute, which thus became the sponsoring organization.

### Organization of the National Safe Transit Committee—Coordinating Committee

The first step at the organization meeting in August,

1948 was to set up a Coordinating Committee to direct the entire program.

#### Industry Committee — Manufacturers

Following formation of the Coordinating Committee, the industry section or committee was set up to include the cooperating interests.

We went to the associations representing manufacturers in the porcelain enamel industry. We explained our proposed plan, outlined the organization that we were setting up to carry it out and solicited their cooperation in putting it into effect.

Each association was requested to appoint a representative on the Industry Committee of the National Safe Transit Committee. We received excellent response to this request, only one association declining to participate.

#### Industry Committee — The Carriers

The carriers, of course, had to be an integral part of the organization. Accordingly the Association of the American Railroads, the Railway Express Agency and the American Trucking Associations were requested to appoint representatives who would form the Carrier Division.

This invitation was accepted by all and the group was formed. Air Cargo, Incorporated joined somewhat later.

#### Industry Committee — The Container Manufacturers

The shipping problems of the manufacturers are inseparably tied in with those of the container manufacturer.

The third division of the Industry Committee was, therefore, composed of associations representing the Container manufacturers. These are:

- Wirebound Box Manufacturers Assn.
- Society of Industrial Packaging and Material Handling Engineers
- Fibre Box Assn.
- National Wooden Box Assn.
- Assn. of Manufacturers of Watkins Shipping Containers

#### The Development of the Overall Program

From a talk presented at the ASA Company Member Conference held During the Second National Standardization Conference of the American Standards Association, The Waldorf-Astoria, New York.

Mr. Bisbee's important speech will be concluded in the January issue. In the concluding portion of his speech Mr. Bisbee discussed the progress made to date, development of a car loading practices manual and the effectiveness of the safe transit tests in general in reducing damage.

## Predict Packing Shortages

(Continued from Page 15)

more reinforcing materials, more pressure sensitive tape, more paper laminations, more volatile corrosion inhibitors. The improved preparation of material for shipment is a vitally important factor in military planning, he made clear.

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## Packing A Punch

(Continued from Page 23)

the very segments of industry that are expanding the most — these are the parts of industry that are most dependent on strapping. That's why there is a strapping shortage.

But American industry can't be permitted to run out of strapping. Signode has given to the National Production Authority, on behalf of the entire strapping industry, the results of several surveys showing the vital need for increased supplies of steel strapping. One of these surveys, made in the Cincinnati area, shows that users of 82% of the strapping could not ship their products if their strapping supply were curtailed.

What's being done about it?

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In an effort to fill the gap between demand and supply, Signode is buying steel from more remote, higher cost mills — even from abroad — and is absorbing the added cost.

In the meantime, however, our own efforts to keep our regular customers supplied are being literally "snowed under" by the growing avalanche of DO rated orders. Your best assurance of delivery at this time is therefore to supply a DO rating.

## Traffic Reporter

(Continued from Page 24)

### Board of Directors

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Columbian Steel Tank Co.

E. R. Laudenberger, Purchasing Agent

Bemis Bag Co.

Carry over Board Members from last year:

C. F. Chamblin, Traffic Manager

Puritan Compressed Gas Co.

S. L. Burbridge, Traffic Manager

Colgate-Palmolive-Peet Co.

Honorary guest and speaker was Mr. Lee K. Mathews, Transportation Commissioner of the Chamber of Commerce of Kansas City, who was recently appointed to fill the position formerly held by Mr. Joseph H. Tedrow.

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## Package Engineer Reporter

(Continued from Page 14)

and Mr. Frank J. Langer, of the I.K.C. Motor Express.

## Future Aims Of Maritime Assoc. Packaging Committee Discussed

"The Future Aims of the Maritime Association Packaging Committee" was the chief topic of discussion at the November dinner meeting of the Eastern Division, SIPMHE. Mr. R. Bruce Miller, Ass't. Vice President of the Insurance Company of North America, Philadelphia, Pa. was the chief speaker, discussing the steps already taken and contemplated in the future on correction of faulty export packaging.

## MH Featured At November Meeting of Philly Group

The November Meeting of the Philadelphia Regional Division of the Society of Industrial Packaging and Materials Handling Engineers was held at the MLA Club, Walnut Street above 15th Street, at 6:00 p.m. on Monday, November 26, 1951. The Speaker of the evening was Mr. R. F. Webber, General Supervisor, Materials Handling Research Department, International Harvester Co., Chicago, and Chairman of the Board of this Society. He presented an illustrated talk on problems in Materials Handling experienced by his company.

The December Meeting of the Philadelphia Regional Division will be a Christmas Party. It will be held at the MLA Club on Monday, December 17, 1951 at 6:00 p.m., and will be restricted to members only.

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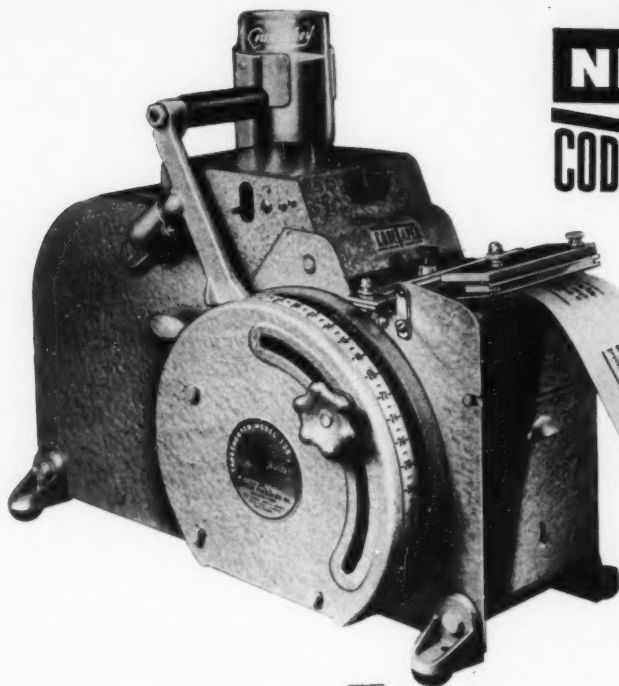
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